

Message Text

CONFIDENTIAL

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41

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R 271428Z AUG 74

FM AMEMBASSY WARSAW

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AMEMBASSY BUCHAREST

AMEMBASSY BUDAPEST

C O N F I D E N T I A L WARSAW 5090

STADIS////////////////////////////////////

LIMDIS

EO 11652: GDS

TAGS: CVIS, BTRA, PL

SUBJECT: NEW COMMERCIAL VISITOR VISA PROCEDURES

1. WE HAVE JUST RECEIVED INTER-AGENCY PAPER ON PROPOSED
NEW VISA PROCEDURE FOR BUSINESS VISITORS. SINCE OVER 1800
SUCH VISAS WERE ISSUED IN POLAND IN THE LAST TWELVE MONTHS, WE
URGE FOLLOWING SPECIFIC AND GENERAL COMMENTS BE TAKEN INTO
ACCOUNT IN FORMULATING NEW PROCEDURES.

2. THE COMVIS DESIGNATOR SHOULD NOT BE ADOPTED. NO
AMOUNT OF EXPLANATION WILL CONVINCE THE POLES THAT THIS MEANS
ANYTHING BUT "COMMUNIST VISA" OR "COMMUNIST VISITOR". SURELY
SOME NEUTRAL DESIGNATOR SUCH AS BUSVIS" FOR BUSINESS VISITOR
CAN BE CHOSEN INSTEAD.

3. IN MARCH, 1973, WE CONCLUDED A BUSINESS FACILITATION AGREE-
MENT WITH THE POLES ON THE ISSUANCE OF MULTIPLE ENTRY BISAS TO
BUSINESSMENT OF EACH COUNTRY PROPOSING TO VISIT THE OTHER. THE
CHIEF BENEFICIARIES OF THIS ARRANGEMENT HAVE BEEN THE LARGE NUMBER
OF AMERICAN BUSINESSMEN NOW WORKING IN OR FREQUENTLY VISITING POLAND.

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IF WE ELIMINATE MULTIPLE ENTRY VISAS NOW, NOT ONLY WILL IT BE TAKEN BY THE POLES AS A CLEAR STEP BACKWARD IN THE PROGRESS OF OUR COMMERCIAL REALTIONS BUT WE CAN EXPECT PROMPT RETALITATION AT THE EXPENSE OF AMERICAN BUSINESS TRAVELERS. WE URGE, AT A MINIMUM, THAT THE DEPARTMENT RESIST EFFORTS TO EXPAND THE LIST OF SENSITIVE INDUSTRIES BEYOND REASONABLE DIMENSIONS AND THAT MULTIPLE ENTRY VISAS CONTINUE TO BE AUTHORIZED FOR POLISH VISITORS TO NON-SENSITIVE DESTINATIONS AND IN THE FREQUENT INSTANCES INVOLVING TRAVEL BETWEEN POLISH AND U.S. FIRMS WHICH HAVE COOPERATION AGREEMENTS IN BEING.

4. THERE WILL BE A MARKED INCREASE IN TELEGRAPHIC TRAFFIC INVOLVED IN IMPLEMENTING THE PROPOSED NEW PROCEDURES AND IT MAY BE NECESSARY TO CENTRALIZE BUSINESS VISA ISSUANCE IN WARSAW AND DEVISE PROCUDURES WHEREBY REQUESTS ARE CHANNELED THROUGH THE MINISTRY OF FOREIGN AFFAIRS OR THE MINISTRY OF FOREIGN TRADE. WE REQUEST THAT, ONCE NEW REGULATIONS ARE DEvised, WE BE GIVEN SUFFICIENT LEAD TIME TO WORK OUT SATISFACTORY NEW PROCEDURES WITH THE POLES BEFORE THE NEW REGUALTIONS COME INTO EFFECT.

5. WE ASSUME THAT THOSE U.S. FIRMS DESIGNATED AS SENSITIVE WILL BE ADVISED OF THE NEW REQUIREMENTS AND OF THE NECESSITY OF PROVIDING FULL INFORMATION ON ADDRESSES, TELEPHONE NUMBERS AND NAMES OF CONTACT OFFICERS TO THE FOREIGN APPLICANT THEY ARE INVITING OR TO THE EMBASSY IN A TIMELY MANNER. WE WOULD OTHERWISE ANTICIPATE PUBLIC RELATIONS PROBLEMS WITH SENIOR OFFICERS OF U.S. COMPANIES WHO HAVE OFTEN DEMONSTRATED IMPATIENCE AT ANY DELAYS IN ISSUING VISAS TO POTENTIAL FOREIGN CLIENTS.

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